

Jyoti Datir

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Career Objectives:

Dynamic and results-driven professional seeking a Business Development Executive role to leverage my expertise in identifying growth opportunities, building strong client relationships, and driving sales. Adept at market research, strategic planning, and implementing innovative solutions to expand business revenue.

Work Experience:

Business Development Executive

The Enterprsie World (September 2022- Current)

Data Analysis: Performed qualitative data analysis for websites across industries such as education, healthcare, and business. Ensured regular updates and optimal website performance.

Keyword Research: Identified high-traffic keywords using tools like Ubersuggest and Keyword Planner to optimize content and boost search engine rankings.

Email Marketing: Designed and executed email marketing campaigns aimed at engaging potential guest bloggers and business partners, resulting in successful collaborations.

Market Research: Conducted in-depth market research to track industry trends, monitor competitor activity, and uncover new growth opportunities.

Client Communication: Used email finding apps to gather leads, connected with clients via email and phone, and effectively communicated company features and benefits.

Sales and Lead Generation: Followed up with clients from the initial contact to lead closure, consistently achieving new business sales targets on a monthly/quarterly basis.

Responsibilities:

Searching & analyzing the data:

Collected and evaluated relevant data to identify key trends, patterns, and insights, supporting informed decision-making and strategic planning.

Finding the email ID by using email finding apps:

Utilized specialized email-finding tools to locate and verify accurate contact information for potential leads and clients.

Connecting with clients through mail & call:

Engaged with prospective clients via personalized emails and phone calls, establishing strong communication to build relationships and explore business opportunities.

Briefing clients about company features & benefits:

Clearly communicated the company's offerings, highlighting product features and advantages to align with client needs and demonstrate value.




Following up with clients till lead closure:

Maintained consistent follow-ups with clients, addressing inquiries and concerns, while guiding them through the sales process until successful lead conversion.

Achieving new business sales targets on a monthly/quarterly basis:

Consistently met or exceeded sales targets by strategically managing the sales pipeline, securing new business opportunities, and driving revenue growth.

Tools:

			
Chatgpt	Search console	Google Sheets	MS-Excel
			
Outlook	Clearbit	Apollo.io	LinkedIn

Academic Qualifications:

Diploma In Amrutvahini Polytechnic College

MSBTE

06/2014 - 05/2017,

Bachelor's of Engineering in Electronics

Savitribai Phule Pune University.

06/2017 - 06/2020

Personal Information:

- Date Of Birth: 26 July 1996
- Nationality: Indian
- Languages Known (R/W/S) : English, Hindi And Marathi
- Permanent Address: Ashwi Kd, Tal- Sangamner, Dist -A.Nagar 413738.

Strength:

- Good oral and written communication
- Fast learner
- Willingness to learn and grow
- Believe in team work.
- Adaptive in nature
- Analytical skill and decision making.
- Good in excel and PowerPoint.

Declaration:

I hereby declare that the above-mentioned information is true to the best of my knowledge and belief